RJREYNOLDS
TOBACCO COMPANY

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FEBRUARY 10, 1998

TO: **ALL REGIONS**
MANAGER w/ McLANE DIVISIONS
ROUs KAMs
AMs AMOs
DMs RMs

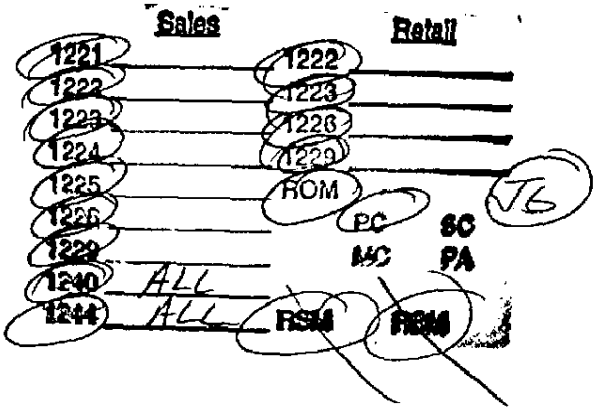
FROM: **PAUL LETOURNEAU**

RE: ***McLANE RETAIL AND OFF INVOICE PRICE CHANGES***

There have been numerous requests to change the *"Retail Price"* at the McLane Corporate level when a billback is initiated. The *"Retail Price"* can not be adjusted at the McLane Corporate Level. This change can only occur by a request through the Chain. The Local Division must handle this adjustment with the Chain. Please direct your request to the appropriate people. McLane Corporate does not handle this type of request.

Also, if a Distribution is sent out in an "Off Invoice" period, the Distribution will go out at Regular Price, unless, there is a notification to McLane of the change. Unfortunately, the Off Invoice amount does not happen automatically on a Distribution. Please be aware that there must be advisement, beforehand, of the Off Invoice in place for that particular time frame so, the Off Invoice amount will be reflected at the time of the Distribution.

Please, contact me if you have any question regarding either matter.



Sincerely,

PAUL

P.A. LETOURNEAU

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To: 2210 - Atlanta ROU, 1100 - Boston Region (KERSHON), 2110 - Winston-Salem ROU, 1710 - Pittsburgh ROU, 1810 - Cinncinati ROU (WEBSTES), 6610 - Denver ROU, 6210 - Chicago ROU, 2610 - Dallas ROU, 6710 - Detroit ROU, 5110 - N. California ROU (MORRISL), 6910 - St. Louis ROU (JOHNSOK4), 1210 - New York ROU (ALVICHA), 5810 - Houston ROU (HOWARDC), 6310 - Minneapolis ROU (EUBANKS), 5610 - Seattle ROU (SCOTTS), 5410 - S. California ROU (PECKHAK), 1310 - Philadelphia ROU (METZG), 2310 - S. Florida ROU (FINKLEP), 1610 - Buffalo ROU (BRZEZIE), 2910 - Richmond ROU (YOUNGP)

From: Caldwell, Kathi J.

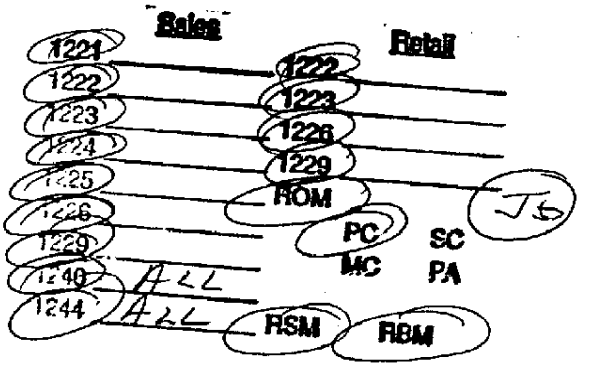
Posted: 2/13/98 22:34

Opened: 2/13/98 12:44

Subject: MC RETAIL AND OFF INVOICE PRICE CHANGES

Attached is a letter on McLane retail and off invoice price changes sent per Paul Letourneau and Kent Brock.

Kathi
800-304-9868



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